

Message Text

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SUBJECT: JANUARY 78 ELECTRICAL ENERGY SYSTEMS TECHNICAL SALES
SEMINAR

REF: STATE 4909, JIDDA A-20

FOLLOWING INFORMATION IS SUBMITTED IN REPLY TO REFTEL. WE
AGREE WITH EMBASSY JIDDA'S SUGGESTION THAT SEMINAR BE CHANGED
INTO A TRADE MISSION, SINCE FEW RESULTS ARE LIKELY UNLESS THE
OMANGOV AND OMANI FIRMS ARE ABLE TO MAKE DIRECT CONTACTS WITH
U.S. BUSINESSMEN SELLING SUPERIOR PRODUCTS. ELECTRIFICATION HAS
HIGH PRIORITY FOR DEVELOPMENT, AND INFRASTRUCTURE FUNDS ARE
BEING SHIFTED FROM ROADS TO ELECTRICITY AND OTHER UTILITIES.

A. RECOMMEND 2 DAY STOP IN MUSCAT AND 1 DAY IN SALALAH.

B. SUBJECTS OF INTEREST: RURAL ELECTRIFICATION, TRANSFORMERS
AND STANDBY POWER SYSTEMS, EQUIPMENT MAINTENANCE; TECHNICAL
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AND MANAGEMENT TRAINING, AND NEW ELECTRICAL ENERGY TECHNOLOGY,
PARTICULARLY IN DHOFAR, (E.G. SOLAR ENERGY AND WINDMILL
GENERATORS).

C. PRODUCTS/ SERVICES TO BE FEATURED: DIESEL AND GASOLINE
GENERATORS, INCLUDING REGULATORS, BOOSTERS, SWITCH GEAR,
METERS; TRANSMISSION EQUIPMENT, INCLUDING POWER LINES,

INDUSTRIAL AND COMMERCIAL LIGHTING FIXTURES, AND STREET LIGHTING; STANDBY POWER SYSTEMS FOR AIRPORTS, HOSPITALS, GOVERNMENT OFFICES AND LARGE COMPANIES.

1974 1975 US MARKET

D. EXPORTS: NONE SHARE 1975
IMPORTS 8 IN U.S. \$):

--SWITCH GEAR AND WIRING ACCESSORIES 6.3 7.1 3 PERCENT
--LIGHTING FITTINGS AND LAMPS 1.5 2.4 3
--GENERATORS AND TRANSFORMERS 6.8 18.9 17
--INSULATED ELECTRIC WIRES AND CABLES 5.0 8.9 3
--ELECTRIC INSULATING MATERIALS 4.6 9.3 5
--ELECTRIC CIRCUIT APPARATUS 1.5 3.5 4

E. DUTIES ARE 2 PERCENT AD VALOREM. OTHER THAN BOYCOTT OF ISRAEL, RHODESIAN, AND SOUTH AFRICAN GOODS, THERE ARE NO TRADE OR CURRENCY RESTRICTIONS.

F. BRITAIN HAS 50 PERCENT OF THE MARKET, WITH GERMAN, ITALIAN, AND JAPANESE FIRMS ALSO PROVIDING STIFF COMPETITION. L.M. ERICSSON (SWEDEN) SUPPLIES MOST TELECOMMUNICATIONS LINES.

C. THERE ARE NO HOLIDAYS OR OTHER CONFLICTS WITH THE JANUARY 1978 SCHEDULE.

H. THE RECENTLY-PUBLISHED DEVELOPMENT PLAN OUTLINES A \$350 MILLION INVESTMENT PROGRAM IN ELECTRIC POWER AND DESALINATION PLANTS OVER THE NEXT FIVE YEARS. ELECTRIC POWER
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OUTPUT IS EXPECTED TO TRIPLE BETWEEN 1976 AND 1980. MUCH OF THE NEW INVESTMENT WILL BE DONE IN THE INTERIOR OF NORTHERN OMAN AND IN DHOFAR. THE OMANGOV IS NOW BUILDING 26 DIESEL POWER STATIONS IN RURAL AREAS OUTSIDE THE CAPITAL; EACH STATION WILL PRODUCE 930 KILOWATTS. THE MAINTENANCE CONTRACTS ALONE FOR THESE POWER STATIONS AMOUNT TO \$40 MILLION A YEAR. IN ORDER TO ALLEVIATE THE SEVERE POWER OUTAGES AND FLUCTUATIONS IN THE CAPITAL AREA DURING THE SUMMER, THE OMANGOV HAS A \$90 MILLION PROGRAM TO BOOST THE ELECTRICAL SUPPLY TO THE CAPITAL. ELECTRIC POWER IN SALALAH WILL ALSO BE SHARPLY INCREASED. IN ADDITION TO PROJECTS ALLOCATED IN THE DEVELOPMENT PLAN, THE OMANGOV IS PLANNING TO BUILD ANOTHER 7 DIESEL POWER STATIONS AND A 50-MEGAWATT THERMAL POWER STATION FOR THE CAPITAL AREA. DESALINATION PROJECTS IN DHOFAR AND MUSANDAM WILL ALSO CREATE INCREASES IN ELECTRIC POWER. THE COMPLETION OF A NATURAL GAS PIPELINE EARLY IN 1978 IS EXPECTED TO CREATE CONSIDERABLE EXCESS NATURAL GAS WHICH COULD BE USED FOR POWER GENERATION. ELECTRIC POWER WILL BECOME PARTICULARLY CRITICAL IF PLANNED INDUSTRIAL ZONE NORTH OF SEEB COMES INTO

EXISTENCE.

I. THERE ARE NO IBRD OR SIMILAR INTERNATIONAL LOANS FOR ELECTRICAL PROJECTS, ALTHOUGH DISCUSSIONS ARE REPORTEDLY UNDERWAY FOR IBRD TECHNICAL ASSISTANCE IN THIS FIELD.

J. THE ONLY U.S. FIRM REPRESENTED IN OMAN WHICH IS INVOLVED WITH ELECTRICITY IS GLOBAL CHEMICAL SYSTEMS. GLOBAL CHEMICALS IS RESPONSIBLE FOR OPERATION AND MAINTENANCE OF MASIRAH DESALTING PLANT AND MAY GET MAINTENANCE CONTRACT FOR 26 POWER STATIONS UNDER CONSTRUCTION.

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